

# AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

☒ State/Local

STATION and Location KSFO AM in the county of San Francisco . Date: 4/17/2018

I, Kurt Snow, being/on behalf of John Cox for Governor 2018, a legally qualified candidate of the Republican political party, for the office of Governor in the Primary election to be held on 6/5/2018 do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
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*See attached*

TOTAL CHARGES: \$3,550.00

For programming that, in whole or in part, "communicates a message relating to any political matter of national importance," are hereby listed:

I represent that the advanced payment for the above described broadcast time has been furnished by: John Cox for Governor 2018 and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is: Kelly Lawler

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates). This station does not discriminate or permit discrimination on the basis of race or ethnicity in the placement of advertising.

## TO BE SIGNED BY CANDIDATE OR AUTHORIZED COMMITTEE

4/17/2018

Date

*Kurt Snow*

Signature

## TO BE SIGNED BY BY STATION REPRESENTATIVE

☒ Accepted

☐ Accepted in Part

☐ Rejected

*[Signature]*

Signature

*KNATCH*

Printed Name

*Clinton Seman*

Title

**Apr 20, 18**  
 CONT# **31762612** Mod# Ver# 1 (Last = )  
 REP **WW1 National**  
 TO **KSFO-AM (San Francisco, CA)**  
 FM **ROCKY COSGROVE (SAN FR)**  
 OFF **SAN FRANCISCO**  
 AGY **GATEWAY MEDIA**  
 ADDR **2150 RIVER PLAZA DRIVE SUITE 150**  
**SACRAMENTO, CA 95833**  
  
 BYR **KURT SNOW**  
 ADV **JOHN COX FOR GOVERNOR**  
 PDT **John Cox for Governor**  
 FLT **Apr 23, 18 - May 06, 18**

DDS CONT# **0**  
 C/P/E: **JCXG / na / 843**  
  
**SALESPERSON FAX#**  
  
**PH #**

**\* REP ORDER COMMENT \***

\*\* 4/20/2018 12:49:00 PM: THIS IS A NEW ORDER. PLEASE CONFIRM WITH FATIMA SANTOS AT  
 FATIMA.SANTOS@KATZRADIOGROUP.COM OR (510) 277-5866.

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	MTWTF..	6A - 10A	60	4/23/2018 - 5/4/2018	2W	5	\$155.00	10
	1.2	MTWTF..	10A - 3P	60	4/23/2018 - 5/4/2018	2W	5	\$100.00	10
	1.3	MTWTF..	3P - 7P	60	4/23/2018 - 5/4/2018	2W	5	\$100.00	10
				** WEEKLY FLIGHT TOTALS **			15	\$3,550.00	

	<b>Apr 18</b>	<b>May 18</b>					
SPOTS	15	15					
CASH	1775.00	1775.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	1775.00	1775.00					

						<b>TOTAL</b>
SPOTS						30
CASH						3,550.00
TRADE						0.00
NSL						0.00
TOTAL						3,550.00

**\*\* Competitive Comments \*\***

SVC:  
 Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.


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Welcome,  
Lynnette Hollins  
from  
Cumulus Media Partners-SF

## KSFO-AM SALES ORDER

Advertiser 285490	JOHN COX FOR GOVERNOR x (A) NATL POL - GA ▼	New	New ▼
Agency 283192	GATEWAY MEDIA (NATL) ▼	Start Date	04/23/18
Account Executive	Katz, San Francisco ▼	End Date	05/06/18 <input type="button" value="End All"/>
Contract #	31762612	Month Type	Broadcast ▼
Estimate #	JCXG / na / 843	Billing Cycle	End of Flight ▼
Description	John Cox for Governor/31762612	Agency Commission	15.000
Corporate Revenue	Political: National Agency Candidate "Use" - 42200 ▼	CO-OP	No ▼
Station Revenue	NAT POLITICAL AGENCY ▼	Notarized	No ▼
Corp. Comp. Type	Political ▼	# of Invoice copies	1 ▼ <input type="checkbox"/> Do Not Print
Station Comp. Type	POLITICAL CANDIDATES ▼	Created / Revised	04/20/18 /
Make Goods	Ask Account Executive ▼	Suppress Rates	<input type="checkbox"/>
CO-OP Product		Stratus #	99753
Separation	Contract 00 : 30 : 00 Acct 00 : 10 : 00	Sales Info	New Business No ▼ RFP? Yes ▼
Corporate Campaign	<None Selected> ▼	Station Campaign	<None Selected> ▼
Cash in Advance Good Thru	05/06/18		
Special Instructions	4/20 NEW ORDER -KR		








(2) Attachments




☐ Clear Approvals and Save Changes to Scheduled Order?

Sponsor/Avail <Normal Avail> ▼ Log Name Detail Line # 1126566 <input type="checkbox"/> Dup <input type="checkbox"/> Del <input type="checkbox"/> Rev <input type="checkbox"/> Plus Stream <input type="checkbox"/> Live Read <input type="checkbox"/> Endorsement Rev/No Charge Revenue ▼	Len 60 Rate 155.00 Internal Rate Priority 4 B ▼ Comm % 0.000	Start Date 04/23/18 End Date 04/27/18 Start Time 6:00 AM End Time 10:00 AM	Auto Wkly <input checked="" type="checkbox"/>	# Wk 5 Mo X Tu X We X Th X Fr X Sa Su	Total 775.00 5 Spots
Edit   Weeks   All Weeks					
Sponsor/Avail <Normal Avail> ▼ Log Name Detail Line # 1126567 <input type="checkbox"/> Dup <input type="checkbox"/> Del <input type="checkbox"/> Rev <input type="checkbox"/> Plus Stream <input type="checkbox"/> Live Read <input type="checkbox"/> Endorsement Rev/No Charge Revenue ▼	Len 60 Rate 100.00 Internal Rate Priority 4 B ▼ Comm % 0.000	Start Date 04/23/18 End Date 04/27/18 Start Time 10:00 AM End Time 3:00 PM	Auto Wkly <input checked="" type="checkbox"/>	# Wk 5 Mo X Tu X We X Th X Fr X Sa Su	Total 500.00 5 Spots
Edit   Weeks   All Weeks					
Sponsor/Avail <Normal Avail> ▼ Log Name	Len 60 Rate	Start Date 04/23/18 Start Time	Auto Wkly	# Wk 5 Mo X Tu X We X Th X Fr X Sa Su	Total 500.00

Detail Line # 1126568

☐ Dup ☐ Del ☐ Rev ☐ Plus Stream

☐ Live Read ☐ Endorsement

Rev/No Charge

Revenue

100.00

Internal Rate

Priority

5 B

Comm %

0.000

End Date

04/27/18

Start Time

3:00 PM

End Time

7:00 PM

5 Spots

Edit

Weeks

All Weeks

Sponsor/Avail

<Normal Avail>

Log Name

Detail Line # 1126569

☐ Dup ☐ Del ☐ Rev ☐ Plus Stream

☐ Live Read ☐ Endorsement

Rev/No Charge

Revenue

Len

60

Rate

155.00

Internal Rate

Priority

4 B

Comm %

0.000

Start Date

04/30/18

End Date

05/04/18

Start Time

6:00 AM

End Time

10:00 AM

Auto Wkly

☒

# Wk

5

Mo

X

Tu

X

We

X

Th

X

Fr

X

Sa

Su

Total

775.00

5 Spots

Edit

Weeks

All Weeks

Sponsor/Avail

<Normal Avail>

Log Name

Detail Line # 1126570

☐ Dup ☐ Del ☐ Rev ☐ Plus Stream

☐ Live Read ☐ Endorsement

Rev/No Charge

Revenue

Len

60

Rate

100.00

Internal Rate

Priority

4 B

Comm %

0.000

Start Date

04/30/18

End Date

05/04/18

Start Time

10:00 AM

End Time

3:00 PM

Auto Wkly

☒

# Wk

5

Mo

X

Tu

X

We

X

Th

X

Fr

X

Sa

Su

Total

500.00

5 Spots

Edit

Weeks

All Weeks

Sponsor/Avail

<Normal Avail>

Log Name

Detail Line # 1126571

☐ Dup ☐ Del ☐ Rev ☐ Plus Stream

☐ Live Read ☐ Endorsement

Rev/No Charge

Revenue

Len

60

Rate

100.00

Internal Rate

Priority

6 C

Comm %

0.000

Start Date

04/30/18

End Date

05/04/18

Start Time

3:00 PM

End Time

7:00 PM

Auto Wkly

☒

# Wk

5

Mo

X

Tu

X

We

X

Th

X

Fr

X

Sa

Su

Total

500.00

5 Spots

Edit

Weeks

All Weeks

Add 1

Add Spot Line(s)

Add NTR Line(s)

Save - Done

Save - Continue

Return to Orders

Update

AE OK

4/20/2018 1:43:45 PM by Kristen Ramos

MM OK

4/20/2018 1:57:48 PM by Melissa Galliani

BM OK

4/20/2018 2:01:13 PM by John Mercado

Scheduled

4/20/2018 2:04:55 PM by Michele Mercer

Approval History

Date

AE OK

MM OK

BM OK

TM OK

4/20/18

4/20/2018 1:43:45 PM by Kristen Ramos

4/20/2018 1:57:48 PM by Melissa Galliani

4/20/2018 2:01:13 PM by John Mercado

4/20/2018 2:04:55 PM by Michele Mercer

Apr 18 = 1775.00 / 1508.75

May 18 = 1775.00 / 1508.75

Jun 18 = 0.00 / 0.00

Jul 18 = 0.00 / 0.00

Aug 18 = 0.00 / 0.00

Sep 18 = 0.00 / 0.00

Oct 18 = 0.00 / 0.00

Nov 18 = 0.00 / 0.00

Dec 18 = 0.00 / 0.00

Jan 19 = 0.00 / 0.00

Feb 19 = 0.00 / 0.00

Mar 19 = 0.00 / 0.00

KSFO-AM Contract Totals

3550.00 / 3017.50

30 Spots

Spot Revenue 3550.00

Non Spot Revenue 0

Sales Commission 0.00

Option (141ms) Order (375ms) Header (437ms) List (453ms) Bind (468ms) Detail (562ms) Total (562ms)

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